

A photograph of a smiling female teacher with blonde hair, wearing a blue and white striped shirt, leaning over a desk. She is looking at a tablet held by a young girl with blonde hair in a ponytail, wearing a white shirt with small black polka dots. A young boy with short dark hair, wearing a blue t-shirt, stands next to the girl, also looking at the tablet. The background shows a classroom setting with a chalkboard and yellow storage bins.

# Virtucom: Your EdTech Partner for K-12

Empower your learning program with the technology and services.

Transform your EdTech environment with a tailored service experience.

Protect your investments with warranty support exclusive to K-12.

**Trusted**



**Passionate**



**Empowered**

# Our Philosophy

**The future of K-12 learning programs requires technology and support plans that quickly adapt to evolving environments.**

At Virtucom, we're built to power educational technology in a changing world. And make no mistake: The world is changing.

Not so long ago, it was rare for students to use a computer in a classroom. Today, 89% of students use digital learning tools every week in class. In fact, studies indicate that technology usage in classrooms has tripled over the last decade.<sup>1</sup>

**Virtually all experts agree that technology adoption will continue to increase.**

As a result, we believe that largescale technology planning and integration capabilities will be crucial to learning environments of the future – but we know that many schools need help developing these capabilities.



<sup>1</sup><https://appinventiv.com/blog/technologies-for-edtech-business-next-level/>

# While Technology Assets and Usage Have Skyrocketed, Most Schools Have Not Significantly Increased the Support and Service Infrastructure They Have In Place.

The result is that schools now have far more technology assets and far larger EdTech programs.

A better solution is needed.

1



School personnel should be able to focus on what they do best – providing education, not implementing and managing technology.

2



Technology solutions should fit your needs and your budget.

3



Complete solutions must incorporate technology services, project management, and procurement & logistics planning - not just technology purchases.

We believe your school district should get the most from your technology investment, and we can help make sure that you do.

## Read on to find out how.



# Our Story

## We exist to serve K-12 schools.

We're a woman- and minority-owned business that has helped school leaders create empowered learning environments for over 25 years. We're on a mission to ensure that every school in America has objective, personalized technology guidance.

Because, for us, providing technology isn't just about profit; it's about passion. We care deeply about student learning, which is why we strive to create better, more equitable learning environments.

## To that end, we support:



**5K+ schools**

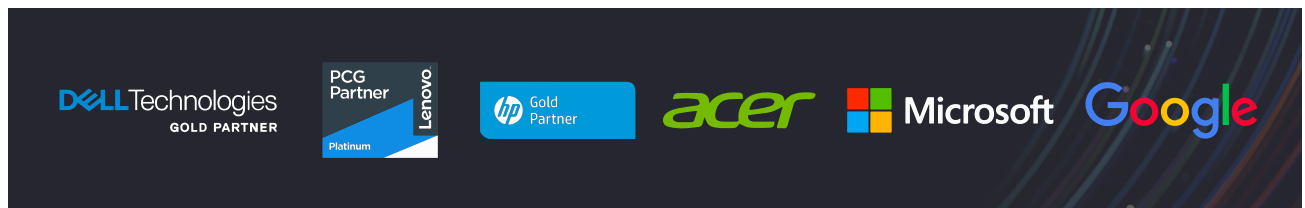


**231K+ educators**



**3.6M+ students**

## We work with leading technology manufacturers.



## And our clients can testify to our results.

“For over eight years, Clarke County School District has partnered with Virtucom to supply and maintain Chromebooks for our students. Virtucom’s products are competitively priced, but the top-notch service and support are what we rely on most. The staff is professional and always aims to accommodate any special needs that we have. We would be hard pressed to find a vendor that takes better care of us than Virtucom.”

**Clarke County School District – Taylor Duke Director of Technology**

The bottom line is that we help school districts to protect technology, transform engagement, and, ultimately, empower learning.

# Solutions Overview

Everything you need to empower learning through technology.





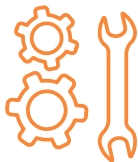
# Solution Spotlights

In the following pages, we'll highlight our comprehensive capabilities in three key solution areas:



## 1. Personalized Learning.

We help plan and integrate devices into the learning experience – and that's only the beginning. We optimize programs with unmatched service and support.



## 2. Warranty and Protection.

We make technology issues less likely to become learning issues. We provide industry leading, K-12-tailored protection plans and technology support services.



## 3. Collaborative Technologies.

We can deploy and support collaborative technologies (like IFPDs) at a scale that makes project scheduling simple. We partner with leading brands to offer top-tier solutions.

To learn more about how we help school districts with these offerings, read on. If you're ready to take the first step toward an education technology solution, schedule a consultation with an expert at [virtucom.com](https://www.virtucom.com).

Get more information at  
**[virtucom.com](https://www.virtucom.com)**

Call us at  
**800.890.2611**

# Solution Spotlight: Personalized Learning

**We deliver proven support infrastructure and service to make personalized learning possible.**

When you picture a personalized learning solution, it's likely that the first thing you think of is device density – getting desktops, laptops, or tablets into the hands of teachers and students.

But if you don't have resources in place to deploy, manage, and support your devices, your teachers and students won't be able to take full advantage of them.

## **We help school districts to:**

- Distribute devices across locations more efficiently
- Seamlessly manage large device inventory
- Provide repairs, support, and service for your users
- Protect your investment and devices with industry-specific warrant plans

## **Key service elements include:**

- Scalable infrastructure that allows for 10k+ devices to be staged each day
- Installation, integration, and user training to increase technology utilization
- Online asset management powered by our always-on vConsole portal
- Summer refresh services to ensure devices keep working

And this is only scratching the surface. For more information on how we can help you to implement a personalized learning program, schedule a call with an expert at [virtucom.com](https://virtucom.com).

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# Solution Spotlight: Warranty and Protection

**We offer tailored plans that keep your technology protected and your students learning.**

There are plenty of warranty plans that 'protect' your technology, but you need protection that anticipates the needs of your K-12 environments, and your students and teachers need rapid repair or replacement when things break.

**Our three tiers of protection plans are specifically designed for the needs of your schools.**



**Pro Protection** goes beyond industry-standard warranties to give you access to spare parts, online tracking, and more.



**Plus Protection** strives to achieve near-zero downtime with device loaner programs, battery performance replacement, security options, and asset management.



**Premier Protection** offers unlimited, all-inclusive coverage with no questions asked.

## Our clients recognize the level of service we provide.



**"**We have approximately fifty-five locations, six thousand staff members, and forty-three thousand students. Virtucom maintains our student devices and their on-site technicians also provide services for other technology devices in order to help minimize down time in our classrooms."

**Henry County Schools – Chris Davis Executive Director of Technology Operations**



# Choose the Perfect Plan to Keep Your Devices Protected.

Whether you need to protect student devices in hybrid learning environments, refresh older technology, add new devices, or protect existing fleets, our plans have you covered.

		 Pro Protection	 Plus Protection	 Premier Protection
<b>Beyond Manufacturer Warranty</b>				
Flexible Start Date		✓	✓	✓
Onsite, Depot, Pick-Up & Drop-Off	Onsite & Depot	✓	✓	✓
Spare Parts Program		✓	✓	✓
Device Loaner (Hot Swap) Program			✓	✓
Online Claim, Report, Track, and Lookup		✓	✓	✓
<b>Accidental Damage Protection (ADP)</b>				
Liquid Spills (On or In It)	✓	✓	✓	✓
Accidental Breakage	✓	✓	✓	✓
Screen Protection			✓	✓
Limited/Unlimited Claim Incidents	1 per Year	1 per Year	2 per Year	Unlimited
Disinfecting/Sanitation			✓	✓
Cosmetic Normal Wear and Tear				✓
<b>Battery Protection</b>				
Battery Failure Replacement	✓		✓	✓
Battery Performance Replacement			✓	✓
<b>Deductible Program</b>			✓	✓
<b>Theft &amp; Loss Protection</b>			✓	✓
<b>Security &amp; Asset Management</b>			✓	✓
<b>All-Inclusive No Questions Asked Coverage</b>				✓

Disclaimer: subject to customer specific selections.

## Questions about a plan?

To get answers and to identify the perfect plan for your needs, schedule a consultation with a technology expert at [virtucom.com](https://virtucom.com).

# Solution Spotlight: Collaborative Technologies

**We help school districts deploy cutting-edge collaboration tools as seamlessly as possible.**

Collaboration makes learning more fun – and more effective. Studies have shown that collaboration helps students to develop higher-level thinking skills and can even boost confidence and self-esteem.<sup>2</sup>

Collaborative technologies – including interactive flat panel displays (IFPDs), virtual and augmented reality devices, classroom audio solutions, and more – empower this kind of learning. But deploying devices at scale can be difficult.

At Virtucom, we're uniquely equipped to help school districts deploy collaborative technologies with maximum efficiency.

## **Here's what we offer:**

- The ability to implement thousands of collaborative devices (like IFPDs) in a few days.
- Access to industry leading brands.
- Rapid support, even if devices need to be removed from the classroom for service.

## **And much more.**

For more information on how we can help your school district deploy collaborative technologies that empower learning, schedule a consultation with a technology expert at [virtucom.com](https://www.virtucom.com).

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<sup>2</sup><https://www.nea.org/professional-excellence/student-engagement/tools-tips/benefits-collaboration>



# Ready to Level-Up Your Learning Technology with the Industry's Premier Partner?

Learning technology is changing faster than ever. We're confident we can help your school district stay ahead of the curve.

**If you have any questions about the services discussed in this document, or if you're ready to move forward with a technology solution, schedule a consultation with a technology expert at [virtucom.com](https://virtucom.com) today.**

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